



SMALL BUSINESS MATTERS

For members of the Small Business Community

June 2015

2014 DoD Nunn-Perry Awards

By Mr. David Sikora



The Department of Defense (DoD) presented annual awards for the best Mentor Protégé Program (MPP) teams in the DoD. On March 12, 2015, 14 Mentor/Protégé teams from various agencies in the DoD received the prestigious Nunn-Perry Award. The Air Force MPP team of Whitney, Bradley and Brown (WBB) and Edaptive Computing were among the recipients. Congratulations to WBB and Edaptive for this tremendous achievement!

Seeking new Mentor-Protégé Teams

The Air Force Mentor Protégé Program recently solicited for new Mentor-Protégé teams. A Broad Agency Announcement was posted on FEDBIZ OPPS and white papers are due by 1 July 2015. The program will be seeking new applicants again in early FY16 once the NDAA is signed and the program is extended. Current Mentor Protégé agreements are funded through FY18. Potential Mentors and Protégés seeking more information on the program should contact us via the Answer desk email: usaf.pentagon.saf-sb.mbx.saf-sb-workflow@mail.mil

MAJCOM Spotlight

San Antonio, TX / May 2015

By Mr. Bobby Watts



The Air Force Office of Small Business Programs, Washington DC, hosted its 2015 Training Workshop 12-14 May 2015 in San Antonio TX. Over 102 participants joined the event to dialogue with experts and each other to discuss current initiatives and strategies designed to strengthen the Air Force Small Business Program. In addition to guest speakers, breakout sessions were conducted with participants providing hands-on training on the various topics that participants currently face.

The attendees rated the training workshop as an overall success. Total number of Feedback and Evaluation Questionnaire Surveys received was 96. Of that number, 78 strongly agreed that their attendance and participation was of value to them professionally; 16 agreed that their participation was valuable and only one disagreed. The below feedback is representative of the value-added comments from attendees.

- *Mr. Teskey's opening presentation and Q&A session were very beneficial.*
- *Mr. Wesley's presentation encouraged me to do all I can to make the SB program the best AF program!*
- *Networking and learning other's best practices and then being willing to share resources so as not to reinvent things*
- *The workshop gave me a better appreciation for the SB program. Gave me clear responsibilities and awareness of how important my job is within the Air Force and my organization.*
- *Great interaction with my counterparts and the new colleagues I met during this workshop.*
- *Looking forward to a follow-on training event in FY16.*

763 SCONS Scott AFB Outreach

Connects IT Small Businesses with
NETCENTS II

Application Services Prime Contractors



By Ms. Connie Robben

With decreasing funds and the government joining the private sector's best practice of Strategic Sourcing, many Small Businesses ask me "How do I continue doing business with the Air Force if I do not have a mandatory use NETCENTS II (NC-2) prime contract?"

As a Small Business Specialist, I knew I had to do something. On February 3, 2015 I asked all twelve NC-2 SB Application Service prime contractors if they would be willing to attend an Industry Day at Scott AFB, IL. The overwhelming response was "yes" and the event planning began. Through numerous email and phone conversations I discovered the NC-2 vendors needed help too! They receive over 100 Requests for Proposals (RFPs) a year and are struggling to keep up. They would love to team with small businesses that can help with the surge in proposals and work.

After changing the date twice and the venue location three times, we were able to accommodate everyone who requested a seat at the event, while utilizing a small budget of \$200. We had 40 different Small Businesses and 12 Large Businesses attend the event. The morning consisted of briefings from AFICA-OL AMC, Director of Contracting, Col Severin Blenkush II, along with the 763 SCONS requirements list, valuable training to include source selection process and proposal tips, in addition to ten-minute capability briefings from eleven different Small Businesses. In the

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afternoon, fourteen NC-2 vendors took appointments with all interested Small Business (SB) contractors, while the government program managers and contract specialist had one-on-one meetings for seven upcoming acquisitions. In addition, appointments were taken to speak with Small Business Specialists, along with a table to speak with the NC-2 Application Services Program Office.

It was a huge success! Some of the comments received so far include: "The speakers were very informative"; "Got several accolades on my brief and had 4 of the NETCENTS primes seek me out"; "well worth the trip"; "I am sure events like those are hard to put together, and are possibly tough to justify from an ROI perspective. For us, they are truly invaluable, and we really appreciate the chance to attend them."

We will begin planning our 2016 2nd Annual event soon!



Patrick AFB EXPO Event

By Ms. Lori J. Houghton

The 45th SW, Patrick AFB FL Small Business Office, participated in the annual Joint Small Business EXPO, on October 28th, at the Port Canaveral



Cruise Terminal, Port Canaveral Florida. The annual event is sponsored by the NASA Kennedy Space Center Prime Contractor Board, the 45th SW and the Port Canaveral Authority. This year's focus was on Women-Owned Small Businesses. The event was entirely free, including admission, parking and exhibitor booths.

The Emcee for Small Business Specialist (SBS) opening event was Joyce McDowell, NASA Kennedy Space Center; opening remarks presented by Ms. Margaret Dorfman, CEO, US Women Chamber of Commerce; Ms. Carol Craig, President of Craig Technologies; Brigadier General Nina Armagno, Commander, 45th SW; Mr. Robert Cabana, Director of NASA Kennedy Space Center; Mr. Glenn Delgado, Office of Small Business Programs, Hq NASA; Honorable Bill Posey, US Representative of Florida, 8th Congressional District; and Mr. James Adams, Deputy Chief Technologist, Hq NASA.

The one day event included 300 advanced registrants and 293 registering at the door. There were 34 counselors and 122 exhibitors (over 50 of which were WOSB). The day's activities concluded with over 120 matchmaking sessions. This annual event is well attended each year.

Small Matters

Awards/Recognition

- Annette Dunbar received the Command Staff Category III Civilian of the Year award
- Denise Baylor received the AFCEA International SB Director of the Year award and the SAF/SB: Beyond Goals award

SB Awards — Game Changers

- K DAM ATARS Program managed by AFLCMC/WNS
- \$435.4M – April 2016 projected award
- Previous LB now SBSA
- Engineering, Professional, and Administrative Support Services (EPASS) Program Management Office (PMO) strategic sourcing approach to deliver optimal Assistance and Advisory Services (A&AS) support for all of AFLCMC
- \$774.4M awarded to SB including all socio-economic categories through EPASS contracts

Industry Events

The Ohio Business Match Maker

Topic: Connects suppliers with buyers to fulfill contracting needs. Provide specialized training on how to do business with federal, state, local and prime contractors.

Date: April 28-29, 2015

By Mr. Norman Willis

Burgos Group, LLC

Wins SBA Prime Contractor of the Year Award

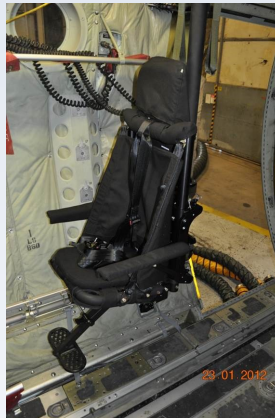
The Air Force Research Laboratory at Kirtland Air Force Base, nominated Burgos Group, LLC for the Small Business Administration's Small Business Prime Contractor of the Year Award.

The Burgos Group LLC has been a Small Business Administrator (SBA) certified 8(a) and Small Disadvantaged Business since December 2009. The company is headquartered in Albuquerque, New Mexico with regional offices in New Jersey and Florida. They specialize in providing project and program management support services to several Department of Defense agencies ranging from construction and facilities support to program support in the areas of Occupational Safety and Health (Air Force Safety Center, Kirtland), Unaccompanied Personnel Housing, Referral and Furnishings Management (Holloman AFB), Special Operations Assault Zone Support (Cannon AFB) and Transportation, Storage and Warehousing Services, and Aviation Customer Support (Naval Supply Systems Command, Jacksonville, FL.)

Since their inception in 2006, Burgos has significantly grown as a result of demonstrated excellent performance. Recently, they were honored to be among the New Mexico Flying 40; were ranked second in the 2014 Fastest Growing companies in New Mexico, and were one of only six New Mexico firms that made it onto the Inc. 500 list. Since these awards were announced, they doubled the company staff by adding a 40-person electrical contracting division, which includes an experienced staff of journeymen and all associated equipment.

They are led by Mario Burgos, President and CEO who was named one of New Mexico's 2014 Top CEOs, by Albuquerque Business First and who was selected to participate in the 2014 SBA Emerging Leaders Initiative. Since 2011 Burgos Group, LLC, has increased its annual revenue by approximately 8%.

SDVOSB Excels in Providing C-130 Loadmaster Crashworthy Seats



For many years, the majority of USAF C-130 aircraft did not have crashworthy seating in the cargo department for the loadmasters, who are responsible for managing

troops and passengers during emergencies as well as surface-to-air threat scanning. Consequently, an armored crashworthy seat (CWS) system was designed as a safety critical modification to help protect the loadmasters during aircraft mishaps and in combat situations. In December 2013, Robins AFB awarded an \$11.7 million dollar contract to Global Defense Solutions LP (GDS) of Warner Robins, Georgia, for the manufacture of Group A and Group B Kits for the C-130 CWS. This contract was to qualify as an alternate source to the Original Equipment Manufacturer, and was awarded through a Service-Disabled Veteran-Owned Small Business (SDVOSB) set-aside, with 5 proposals received.

Essentially the CWS modification consists of two each identical Group A and Group B

Small Matters

In-Reach to Date

Jumpstart 19

Topic: The Small Business Program – AFLCMC/SB and AFMC/SB

Date: May 4, 2015

Focus Week

Topic: Market Research

Date: January 28, 2015

SB Liaison Program

Topic: Subcontracting Plans

Date: March 4, 2015

FOCUS Week

Topic: NAICS Code Training

Date: April 22, 2015

Jumpstart 19

Topic: The Small Business Program – AFLCMC/SB and AFMC/SB

Date: May 4, 2015

SB Liaison Meeting

Topic: Small Business Protest: Socio-economic; Size standard; and NAICS Code

Date: May 6, 2015

AFLCMC/AFRL In-Reach Brown Bag

Topic: The SBA 8(a) Program and GSA OASIS Program

Date: May 27, 2015

Kits for the left and right hand side paratroop doors. Aircraft structural components constitute Group A and removable/interchangeable CWS seats and stanchions constitute Group B Kits. In

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each instance, the contractor manufactures/assembles all kit components and assemblies. Quantities for each Group consisted of first article test and production kits. With the basic contract and 2 options exercised, 490 Group A and 510 Group B Kits are on contract with 2 additional options remaining.

From the outset, GDS has provided exemplary support. They delivered first articles 21 days ahead of schedule and, after successful testing, have excelled in delivery of the production kits. Contractually, GDS was required to deliver Group A Kits over a two year period at a rate of up to 30 per month. In late 2014, the Government requested GDS accelerate contracted deliveries to take advantage of developing depot-level maintenance capacity. All installs are being done by a contractor field team at Dyess AFB, Texas. GDS delivered all kits 18 months early, and this allowed CWS installations to be made with other in-progress modifications, thereby reducing aircraft downtime and leveraging cost savings in not having to fly the aircraft, or a contractor field team, to the home unit to install the kit at a later time. Presently Group B Kits are ahead of schedule; GDS plans to continue to accelerate those deliveries. According to Mr. Arlen Dale, C-130 modifications program manager at Robins AFB, "Thus far GDS has represented responsive management, flexibility, and agility indicative of the reasons the Government targets small businesses, and they have provided a quality product every bit as good as would be expected from a larger business."

GDS was established in 2012 in response to this CWS requirement. The firm consists of a partnership between AFVET Solutions LLC, a SDVOSB in Charleston, SC, and Sansara LLC, a minority-owned small business in Albertville, AL. The president of AFVET is Mr. Kevin Suckman, a medically retired USAF C-17 pilot (8 years) and president of Sansara is Mr. Robert Shuey, USAF veteran with 25 years of Government contracting service.

By Mr. Mark S. Teskey

Small Business professionals are making a huge difference, every day and everywhere throughout the Air Force! Thank you! Because of your work, the Air Force spent \$7.99 billion on small businesses last year, with over 65K contracts. This is really impressive...and significant. I'm very proud of our efforts and honored to work with each of you. Congratulations to all of you, and congratulations to our fellow acquisition professionals!

We've made great strides and we will make greater strides in the future! We bring value to the Air Force when small business professionals are involved early and often in acquisition planning/strategy; conduct and provide market research data that is decision-quality; and, when we facilitate early industry engagement it creates a transparent environment. I ask that you continue to work at and find ways to promote competition, including small business on mandatory multiple award contracts and screen where the MIPRs are going to bring better value to the Air Force.

While we all do our day jobs, there are lots of changes presenting new opportunities! The new Small Business Career field is thoughtfully and methodically being implemented and will provide new levels of professionalization and standardization. Get involved and help mold the future! Find ways to participate.

As I've engaged small and large businesses, one common theme that continually echoes through the commentary is that our processes are shrouded in secrecy and many of our competitions are nothing more than sham preselections. We are really bad at communicating our requirements to industry and tend to write our needs in "government speak", which is often confusing, unclear, complicated, and based on the same old requirement from before. Our industrial base wants to get the work; the companies thrive on success and do a great job; and they contribute to the Air Force mission. Industry has ideas, understands the realm of the possible and wants to help. Use those Requests for Information and Sources Sought Synopses, revise and rewrite the requirements to grow competition and deliver affordable

Director's Corner



value for our dwindling dollars.

Figure out ways to open communications and promote transparency with industry. Industry is really a resource and a partner. Be smart and informed about this engagement, plan for hurdles and roadblocks, don't allow conflicts of interest and litigation threats to scare decision-makers into reducing communication.

The Air Force is on track to exceed its small business goals again this year. This is the time to build on the successes of the past, use the existing best practices and develop new ones, and increase communication and transparency. The goal here is to increase competition now and in the future.

Contacts

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Self-Help Audio Learning

1-888-225-0448

Small Matters

In-Reach to Date (cont'd)

Acquisition Insight Focus Days

Topic: Small Business Tips: How to Get Your 2579 Approved

Date: Monday, June 23, 2015

Breaking News

SBA Press Release... FY14 Annual Scorecard Release

DoD receives an "A" Scorecard Grade for the first time ever...

On Friday, June 26, 2015 at 2 p.m. SBA Administrator Maria Contreras-Sweet, joined by Deputy Undersecretary of Defense Frank Kendall, announced the FY2014 Scorecard results during a press conference held at the Pentagon Press Briefing Room.

As Administrator Contreras-Sweet stated in her presentation, *"it took a lot of hard work from a lot of people across the government to get here. The entire federal acquisition workforce deserves credit for raising their game, including contracting officers, procurement executives, and employees in agencies"*

Call to Action

We are always open to new submissions from the field ... news stories and information concerning the small business community at large.

Please submit your story ideas or provide feedback to

Small Business Matters

at the SAF/SB Workflow address:

(usaf.pentagon.saf-sb.mbx.saf-sb-workflow@mail.mil)

Offices of Small Business Programs. They worked hard and smart to lift small businesses in communities across America."

Government-wide total: SB at 24.99% (\$91.7B) out of a total base of eligible contract dollar obligations of **\$366,824,039,527.**

Press Briefing Recording:

<https://www.dvidshub.net/webcast/6661#.VY3gvTYw8-7>

Press Briefing Transcript:

<http://www.defense.gov/transcripts/>

Small Matters

Success Stories

- **AFLCMC/SB:** Jennifer Gallagher, Kent Morgan and Robin Gibson newly appointed Small Business Specialists

- **AFMETCAL:**

- \$1.2 M Distortion Analyzer Full & Open – SB won over LB

- **BES/GUNTER:**

- Logistics Feasibility Analysis Capability (LOGFAC) (Sust & Dev)
- \$60M (estimated) – FY15Q3 projected award

- NETCENTS-2 App Services SB competition

- **EGLIN:**

- First ever SB Support Services Outreach Workshop, Apr 2015

- IT & Staffing Requirements

- 48 SBs attended

- 30+ new staffing requirements for 8(a) attendees as a result of attendance

- **HANSCOM/LACKLAND:**

- Engineering and Technology Acquisition Support Services (ETASS II)



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